

**"BPI 101: Overview of BPI's Professional Credentialing Process"**  
**Webinar presentation**  
**June 24, 2010**

**Questions and Answers**

1. How can I find the nearest BPI Affiliate?

Go to the BPI website at [www.bpi.org](http://www.bpi.org). Click on "find an affiliate." This list has California affiliates as well as national affiliates that are doing work in California. The direct link is [http://www.bpi.org/tools\\_locator.aspx?associateTypeID=AFF](http://www.bpi.org/tools_locator.aspx?associateTypeID=AFF). Many affiliates are willing to respond to RFPs to provide a local, customized training program that will end with opportunities to take the BPI certification exams.

2. Are there efforts through BPI to educate employers as to the business expansion opportunities they have if they hire BPI certified employees?

There are a number of efforts taking place. On July 1, we are holding a webinar for contractors that are interested in Gold Star. (Information is available at: <http://www.energy.ca.gov/calendar/events/index.php?com=detail&eID=1057&year=2010&month=7>).

3. How much is BPI field proctoring and is it required? Are there enough proctors available in California?

Field proctoring is provided by individual affiliates or program sponsors. Mentoring is provided by a number of programs. It is important that contractors and anyone going through training have ample field experience and opportunities to practice. Affiliates provide this in different ways. Some do scheduled field training and mentoring, while others require mentoring on jobs before allowing anyone to take the exam. Others, such as (California Building Performance Contractors Association (CBPCA)), provide opportunities for additional mentoring for a fee.

If you're thinking of going into training, it is important to have resources for ongoing support as well as a support network.

4. We have a number of training providers who are setting up programs. Could we work with BPI to schedule a "train-the-trainer" and assist providers in becoming affiliates?

Yes, BPI would be happy to work with you to set that up. Contact Tiger at [tadolf@bpi.org](mailto:tadolf@bpi.org).

5. To clarify, there are different certifications for contractors and their employees?

Certifications are for individuals. Companies are eligible to become accredited when they have multiple certified staff. A company has additional requirements to meet—such as, ongoing quality assurance, proof of appropriate licensing, insurance, workman's comp, unemployment, etc. before it can become accredited. Information on obtaining accreditation will be presented at the [Getting GOLD STAR Ready: Roadmap to Accreditation with Building Performance Institute for California Home Improvement Contractors](#) webinar on Thursday, July 1, 2010. This webinar is sponsored by CEC and registration is free to CEC guests.

6. Who performs BPI quality assurance for 15 percent of the accredited contractors' work?

BPI does quality assurance for 5 percent of the jobs for every accredited contractor as a normal part of its business process. The quality assurance for the 5 percent is done by BPI staff and through a developing network of quality assurance providers. We have a request for qualifications out now for those who want to apply to be a QA provider for BPI.

HomeStar will be requiring up to 15 percent QA, and that will be done by the state energy programs. They will find their own third-party providers, which may be BPI, affiliates or other QA providers.

7. Who is the targeted audience you recommend to take this training?

It depends on your mission. Some target retraining for unemployed that come from other industries. Others target an experienced contractor market that needs to upgrade skills. There are a wide variety of audiences and a great demand for technical training, which this falls into.

BPI has been working with ILUNA and making recommendations for technical specialties across the country.

There are many markets for residential retrofits. You should identify what is needed in your area—whether it is introductory certification, such as Building Analyst Professional, or if it is for specialized work such as HVAC (Heating Professional and Air

Condition/Heat Pump Professional). It is best to survey local employers to find out what needs are so you can develop a program that fits local needs.

8. We are offering free training for unemployed individuals (Envelope Professional and Building Analyst Professional are among some of the courses). Although we do not certify our participants, some of them are willing to invest their limited resources into getting certified. Is there is some sort of networking among certified people for job opportunities?

There are chats available on LinkedIn, and you can link to BPI discussions. You can also submit your resume to <http://www.BPI.org> and have it posted if you are certified or accredited. Also, network with local contractors and local business development organizations. Contractors seeking certified professionals may also post positions.